



**MIAMI-DADE  
BEACON COUNCIL**

# Q1 **REPORT**

▶ FY 2024-2025

▶ OCT 1-DEC 31, 2024



## Letter from Our CEO ◀

Dear Partners, Investors, and Friends:

Happy 2025! As we embark on a new year filled with promise and possibility, I'm excited to introduce the Miami-Dade Beacon Council's reimagined Quarterly Economic Report—your guide to the trends, impacts, and opportunities shaping our economy. Understanding where we are headed—and why—is critical for businesses, investors, and residents alike. This report, paired with our exclusive quarterly Beacon Investor meetings, offers an overview of Beacon's most recent strategic activities on behalf of Miami-Dade County, access to expert insights and data-driven analysis, and a high-level view of what's ahead. Together, they provide a comprehensive view of the region's evolving economic ecosystem, ensuring our stakeholders are always a step ahead.

### **Key Themes for Q1: The Power of Long-Term Investment**

Mark your calendars for the inaugural [2025 Beacon Investor Meeting on Friday, February 21, at 12:00 PM](#). These meetings provide partners and investors with an exclusive opportunity to connect and gain deeper insights into the region's economic trajectory. Each quarter, the Beacon team will provide an analysis of market and organizational performance, recent real estate activity, and a focused deep dive into key economic drivers.

This quarter, we are spotlighting one of Greater Miami's most powerful economic engines: the military and defense sector. From Homestead Air Reserve Base and U.S. Southern Command to vital Coast Guard operations, the military's impact on our region extends far beyond national security. It fuels job creation, drives small business growth through federal contracting, and serves as a catalyst for cutting-edge research and innovation. Consider this: over the past five years, companies in Miami-Dade County have secured nearly \$78 million in federal innovation grants, with more than \$33 million coming directly from the Department of Defense. These investments fuel advancements in AI-driven threat detection, battery technology, and next-gen aerospace engineering, which position our market at the forefront of technological breakthroughs.

At our February event, we will be joined by senior leaders from Homestead Air Reserve Base and Southern Command. They will offer firsthand insights into the evolving role of defense in our region's economy, future growth, and how businesses can tap into this ecosystem. Join us as we explore how this sector is shaping Greater Miami's future. Click [here](#) to register.

## **A Record-Breaking 2024 and an Ambitious 2025**

We closed out FY 2023-2024 with a record \$800 million in capital investment and surpassed all of our business development targets. Our pipeline is stronger than ever, and the first year of our [strategic growth plan](#) delivered exceptional results.

Now, in FY 2024-2025, we are doubling down. You can expect:

- Continued focus on bringing in world-class companies that add to our rich corporate and innovation landscape.
- More opportunities for engagement, from exclusive investor meetings to deeper, data-driven insights.
- Stronger collaborations with businesses, academia, and government to address key challenges like talent shortages and housing affordability.
- A sharper focus on sustainable, inclusive, and competitive growth to ensure Greater Miami's prosperity benefits everyone.

If the momentum from Q1 is any indication, 2025 will be another landmark year for our local economy. We invite you to stay connected, join the conversation, and leverage The Beacon Council as your go-to resource for navigating the future.

Let's build the Greater Miami of tomorrow together.

iJuntos ganamos!



Rodrick T. Miller  
President & Chief Executive Officer

## Economic Indicators ◀

As we closed out 2024, Miami-Dade County’s economy remained one of the strongest in the nation, outpacing U.S. growth despite a tightening labor market and shifting national trends. Unemployment in the county rose slightly to 2.4% but remains well below the national rate and a full percentage point lower than Florida’s statewide average. While this increase may seem concerning at first glance, it is largely a reflection of a labor market where demand for workers still outpaces supply. For every 1.0 job opening in Florida, there are only 0.7 unemployed workers available, a key factor constraining job growth. Meanwhile, the U.S. is trending back toward a 1:1 job opening-to-unemployed ratio, signaling a return to a more balanced labor market.

### Inflation & Interest Rates: A Cooling Trend with Small Bumps

Inflation has steadily declined over the past year but remains a point of uncertainty. In December 2024, the U.S. Consumer Price Index (CPI) was 2.9%, with Miami-Dade slightly lower at 2.8%. While this suggests inflation is stabilizing in the mid-2% range, recent fluctuations highlight the lingering effects of past supply chain disruptions, global instability, and interest rate policy adjustments. The Federal Reserve has signaled it may begin easing interest rates in 2025, which could provide relief to businesses and consumers—particularly in housing and capital-intensive sectors.

### What’s Ahead for 2025?

The St. Louis Federal Reserve’s Blue Chip Economic Survey projects moderate U.S. growth in 2025, with GDP expanding by 2.1%, inflation easing to 2.4%, and unemployment stabilizing at 4.3%. Long-term interest rates are also expected to decline slightly, with 10-year Treasury yields projected to fall to 4.1%. While these numbers may seem like a collection of statistics, they have real implications for businesses, investors, workers, and families in Greater Miami.

## 2025 FORECAST

	<i>Real GDP Growth</i>	<i>CPI Inflation</i>	<i>Unemployment Rate</i>	<i>10-Year Treasury Yield</i>
<i>Consensus (Average)</i>	<b>2.4%</b>	<b>2.4%</b>	<b>4.3%</b>	<b>4.1%</b>
<i>Top 10 Forecast (Average)</i>	<b>2.5%</b>	<b>2.8%</b>	<b>4.5%</b>	<b>4.5%</b>
<i>Bottom 10 Forecast (Average)</i>	<b>1.9%</b>	<b>2.1%</b>	<b>4.0%</b>	<b>3.8%</b>

Source: St. Louis Reserve Bank Blue Chip Survey

- **For Investors & Businesses:** A stable growth forecast suggests that recession fears are fading, and while the economy is slowing down from its post-pandemic surge, it is settling into a more predictable, sustainable pace. Lower inflation and easing interest rates could improve access to capital, making it easier for companies to expand, invest in new projects, or hire talent. However, with labor markets still tight, companies may need to compete more aggressively for skilled workers by offering better pay, benefits, and flexibility.
- **For Workers & Job Seekers:** While Miami-Dade County's low unemployment rate is a sign of a strong job market, it also means that many companies are struggling to find the workers they need. Job seekers, especially those with high-demand skills in tech, finance, logistics, and healthcare will continue to have leverage in negotiations. However, wage growth is expected to moderate as inflation cools, meaning workers may not see the same rapid pay increases as in prior years.
- **For Families & Homebuyers:** Easing inflation and potential interest rate cuts could bring some relief to families dealing with high housing and living costs. While housing affordability remains a major challenge in Greater Miami, a lower 10-year Treasury yield could translate to slightly lower mortgage rates, making homeownership more accessible. For renters, slowing inflation may mean that rent increases begin to stabilize after years of sharp growth.

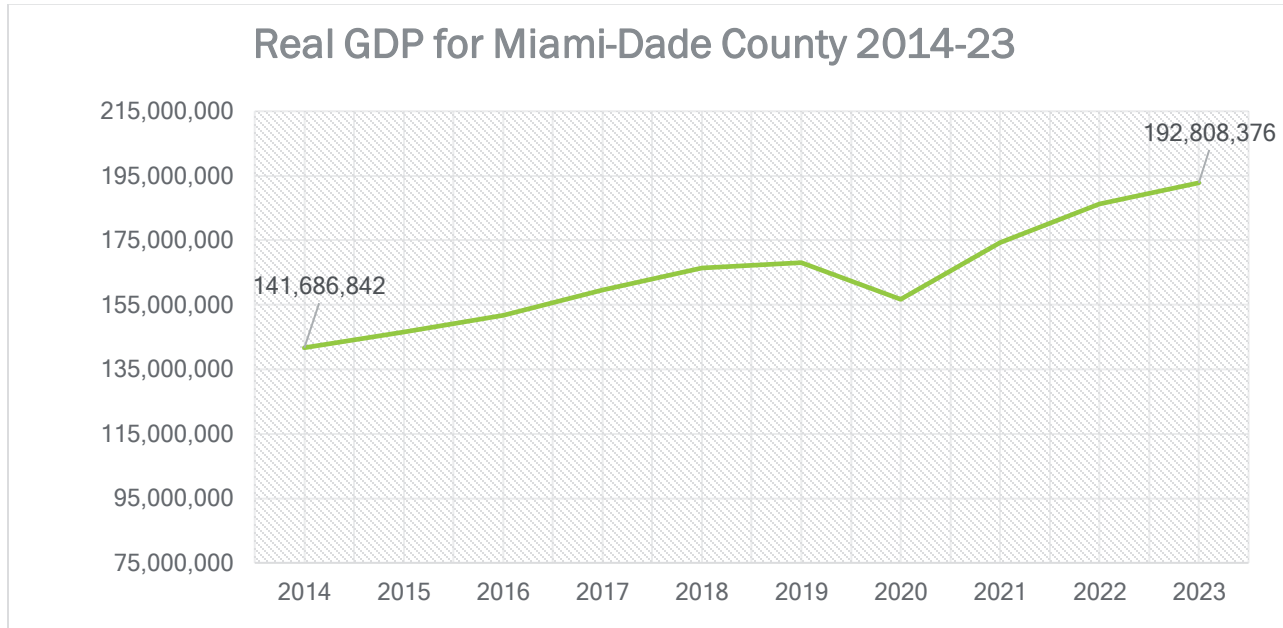
### South Florida's Growth Trajectory

Greater Miami's economy remains fundamentally strong, and key infrastructure investments at Miami International Airport, PortMiami, and in public transit will continue to fuel long-term competitiveness. While some industries may slow hiring or adjust to economic shifts, sectors like technology, life sciences, trade, and finance remain well-positioned for expansion. The region's attractiveness as a business destination will continue drawing companies and talent, further reinforcing Miami's status as a global hub for innovation and investment.

The bottom line? 2025 is shaping up to be a year of steady, sustainable growth. It is not the breakneck expansion of past years, but a solid foundation for businesses to plan, hire, and invest with more confidence. While uncertainty remains, Miami-Dade County is in an enviable position compared to much of the country, and its resilience continues to make it one of the most promising places to do business in the U.S.

### Gross Domestic Product

In December 2024, the Bureau of Economic Analysis reported that Miami-Dade County's economy grew by 3.5% in 2023, reaching a total output of \$192.8 billion. While this was slightly slower than Florida's overall growth of 4.27%, it still outpaced the national economy, which grew at 2.89%. The slight lag compared to the state is largely due to faster population growth in areas like the Panhandle, Lakeland-Winter Haven, Jacksonville, and The Villages, where new residents are fueling economic expansion. That said, Miami-Dade's long-term trajectory remains strong. Over the past decade, the county's economy has grown at an average annual rate of 3.58%, meaning 2023 was right in line with our historical performance—even after factoring in the disruptions of the pandemic and recovery. This steady growth reflects the region's resilience and continued ability to attract businesses, talent, and investment.



**Source: U.S. Bureau of Economic Analysis, Real Gross Domestic Product: All Industries in Miami-Dade County, FL [REALGDPALL12086], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/REALGDPALL12086>, February 13, 2025.**







### Unemployment and Civilian Labor Force

Miami-Dade County’s unemployment rate stands at 2.4%, reflecting a slight increase both month-over-month and year-over-year. However, it remains well below the national average and a full percentage point lower than the state, reinforcing the county’s strong labor market.

One trend worth watching is the decline in Miami-Dade’s labor force participation, even as statewide and national labor forces continue to expand. This could be due to a growing retiree population, or it may be that survey data will be revised upward in the coming months. Either way, increasing workforce participation is key to sustaining long-term economic growth, and The Beacon Council will continue to monitor this trend closely to ensure Greater Miami remains an attractive place for businesses and workers alike.

<b>Unemployment Rate</b>						
	<b>Miami-Dade</b>		<b>Florida</b>		<b>U.S.</b>	
	Unemployment Rate	5-Year Trend	Unemployment Rate	5-Year Trend	Unemployment Rate	5-Year Trend
<i>November 2024</i>	<b>2.4%</b>	↔	<b>3.4%</b>	↓	<b>3.4%</b>	↓
<i>October 2024</i>	<b>2.2%</b>	↑	<b>3.3%</b>	↓	<b>3.3%</b>	↓

## Civilian Labor Force

	Miami-Dade		Florida		U.S.	
	CLF	5-Year Trend	CLF	5-Year Trend	CLF	5-Year Trend
November 2024	1,370,869		10,935,043		168,304,000	
October 2024	1,395,287		11,024,630		168,428,000	

## Greater Miami's Commercial Real Estate Market: Strong Demand, Tight Supply ◀

The commercial real estate market across Greater Miami continues to outperform the nation, with office and industrial space remaining in high demand despite rising costs.

### Office Market: More Space, But Still Tight

Greater Miami's office market is booming, with 2.6 million square feet of new space under construction. In 2024 alone, 1.2 million square feet is expected to come online—more than double the county's historical average of 500,000 square feet per year. Close to 70% of this activity is within 3.5 miles of Downtown Miami. Even with this surge, demand is keeping pace. Miami's office vacancy rate sits at just 8.6%—the lowest among major U.S. markets. This tight supply helps explain why the asking rent has climbed to \$54 per square foot, making Miami-Dade County the third most expensive office market in the nation. There is limited availability and sustained interest from companies relocating and expanding here. While the office market will remain competitive in the near future, we are seeing signs of slowing. Nationally, there is evidence that hybrid work is here to stay, but many firms are requiring staff to return to the office, which is impacting space demand. The recent cancellation of the One Brickell City Centre office tower due to low prelease activity could be another indicator of a slowing market. However, with Citadel Headquarters Town expected to break ground later this year and Santander Bank Tower undergoing site clearance, the ongoing evolution of the Downtown Miami and Brickell areas will continue to be the ones to watch.

### Industrial Market: Holding Strong Despite National Slowdown

While industrial leasing has slowed nationwide, Miami's market remains one of the tightest in the country. The vacancy rate has risen slightly to 5.5%, but that is still 240 basis points lower than the national rate of 6.9%. In many sunbelt cities like Dallas, Houston, and Phoenix, massive industrial spaces (100,000+ square feet) have been sitting vacant for over 18 months, particularly those built since 2020. Miami-Dade County offers a different story. Logistics space here is far scarcer, and industrial buildings constructed in the past decade have a vacant rate of just 4%, reinforcing the region's strength in trade, e-commerce, and supply chain operations. Looming potential changes to U.S. trade policy could have an impact on leasing activity as companies could wait to get clearer signals from Washington before making a leasing decision. With negative absorption over the past 12 months and the uncertainty surrounding trade, this could be a very unpredictable year for industrial real estate.

### Challenges for Businesses: Cost & Availability

As our economy continues to grow, so do concerns about the rising cost and limited availability of commercial space. In 2024, The Beacon Council’s business development team met with leaders from 200 companies, and through shared insights, it was clear that their top challenge was securing space that meets their needs at a reasonable cost. This trend is unlikely to change soon, as both office and industrial tenants are migrating toward high-quality, modern spaces, keeping vacancy rates below the national average.

For businesses looking to enter or expand in Greater Miami, the key takeaway is that competition for premium space remains intense. Companies that plan ahead and secure strategic locations early will have a distinct advantage in this dynamic, high-growth market.

## Pillar I: Grow the Economy

### Attract and Retain Quality Jobs and Investment.

## Organizational Performance ◀

As of December 31, 2024

<b>BUSINESS DEVELOPMENT METRICS</b>	<b>Q1 PROGRESS TOWARDS FY24/25 GOALS</b>	<b>Q1 FY24/25 GOAL</b>	<b>FY 24/25 % OF GOAL</b>
<i>PROJECTS COMPLETED</i>	5	50	<b>10%</b>
<i>PROJECTS IN URBAN PRIORITY AREAS*</i>	4	4	<b>100%</b>
<i>NEW DIRECT JOBS</i>	111	3,500	<b>3%</b>
<i>AVERAGE ANNUAL WAGE</i>	\$74K	\$82.5K	<b>90%</b>
<i>NEW CAPITAL INVESTMENT</i>	159M	N/A	<b>N/A</b>
<i>ACTIVE PROJECTS<sup>1</sup></i>	102	N/A	<b>N/A</b>
<i>BUSINESS RETENTION &amp; EXPANSION VISITS</i>	58	336	<b>15%</b>
<i>URBAN PRIORITY AREA VISITS*</i>	17	27	<b>63%</b>

<sup>1</sup> Active projects are qualified leads have met the following criteria: 1) intent to grow and invest, 2) Miami-Dade County is an area under consideration, 3) project will lead to the creation of jobs and result in a capital investment.

\* Urban Priority Areas are economically disadvantaged neighborhoods that include Enterprise Zones (EZ), Empowerment Zones (EMP), and Targeted Urban Areas (TUA) throughout Miami-Dade County..

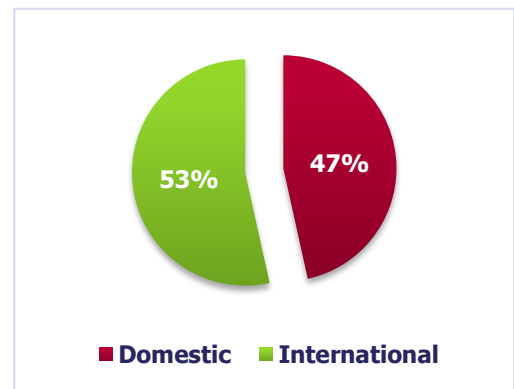


### Pace of Completed Activities

Despite operating at half of the capacity due to staff turnover, Business Development productivity has increased YoY across Business Retention & Expansion Visits and Completed Projects. Q1 saw a total of five (5) closed projects (1.7x YoY), including a Data Center Project (Project Apollo) with County incentives recommended and approved by the Board of County Commissioners. The projects totaled \$159M in Investments and 111 jobs. The pipeline creation was robust with 49 Leads and 32 New Projects. The Business Retention & Expansion Visits added up to 58 companies engaged (+1.28x YoY), covering 4,272 employees, with 83% of companies planning on expanding and/or creating more jobs. For Urban Priorities, activities are pacing well with 17 Visits, 63% to target, and four (4) completed projects, 100% to target. With a fully staffed team, the pace of Business Retention & Expansion Visits and completed projects should substantially increase starting mid-quarter.

### Pipeline Overview and Analysis

The active pipeline at the end of the first quarter was 102 qualified projects.<sup>1</sup> While the region has strong economic ties to South America, the current pipeline of projects is from the European Union, which makes up 38% of the foreign direct investment (international) pipeline. Currently, only 14% of the pipeline comes from South America. This year’s business development efforts are focused on expanding the project pipeline within South America, with a particular emphasis on Brazil, while also maintaining strong momentum in the European pipeline.



## ACTIVE PROJECTS BY REGION



Technology and Finance opportunities dominate the pipeline, accounting for 25% of projects. Life Sciences and Trade & Logistics each represent about 10%, with approximately 50% of projects aligning with targeted industry sectors. Greater Miami has experienced strong momentum in the Finance and Tech sectors over the past few years, and this growth is expected to continue, driven by banking and wealth management firms. The tech pipeline is comprised of HealthTech, ProTech, and managed services. While venture capital investment has returned to pre-pandemic levels—traditionally, placing South Florida among the top 15 markets for VC deals—this trend is expected to persist.

## Completed Projects ◀

We are proud to have completed five impactful projects this quarter, driving economic growth, and creating new opportunities for our communities.



### Holika Grand Reserve Festival

The Gran Reserva Festival is an unforgettable experience that combines art, culture, and unique moments in exceptional settings.

**Jobs:** 8  
**Capital Investment:** \$6M  
**Sector:** Hospitality  
**Country:** Spain  
**Location:** City of Miami,



### Project Apollo

Los Angeles-based hyperscaler with this location serving as a regional headquarters.

**Jobs:** 27  
**Capital Investment:** \$150M  
**Sector:** Tech  
**Country:** UCA  
**Location:** Unincorporated Miami-Dade, District 12



### Klerk

Klerk is the leading collaborative corporate travel platform.

**Jobs:** 45  
**Capital Investment:** \$3M  
**Sector:** Tech  
**Country:** UCA  
**Location:** City of Miami, District 3



### SolCo Labs

Materials and Failure Engineering company from Chile, providing fast and efficient solutions to highly complex industrial requirements.

**Jobs:** 6  
**Capital Investment:** \$250k  
**Sector:** Engineering  
**Country:** Chile



### SOS Assistance

Expansion of existing Miami office, providing service logistics for commercial and residential clients.

**Jobs:** 25  
**Capital Investment:** \$180k  
**Sector:** Tech  
**Country:** USA  
**Location:** City of Miami, District 3

## Pillar II: Champion Miami

### Market Greater Miami as a leading global business hub.

#### Championing Miami: Elevating Our Global Business Identity

As Miami-Dade County's official economic development organization, The Beacon Council leads efforts to elevate Greater Miami's brand as a premier destination for business, innovation, and investment. Through targeted local, national and international outreach anchored in compelling storytelling and influential thought leadership, we are strengthening the region's reputation as an international business hub—ensuring decision-makers, entrepreneurs, talent and investors recognize the unparalleled assets, diverse talent pipeline, and significant growth opportunities fostered in our dynamic community.



Over the past quarter, we engaged with business leaders across the U.S., Latin America, and Europe, leveraging our social platforms (leading with LinkedIn and Instagram) to highlight Greater Miami's pro-business climate and leadership, exceptional talent, and competitive advantages. We leveraged Art Week in early December to host our second annual Founders Summit, welcoming entrepreneurs from around the country to join Beacon, local founders, and impact investors in Miami, offering them an immersive look at the region's vibrant business landscape and fostering strategic dialogue around the benefits of choosing our ecosystem for their next growth phase.



At the heart of these efforts is a commitment to elevating Greater Miami's assets, environment, and people as the key drivers of innovation, productivity, and profitability. Through workforce development, strategic investment, and a thriving entrepreneurial ecosystem, we are reinforcing the region's role as a magnet for high-growth industries.

#### Key Theme: The Rise of Greater Miami's Innovation Economy

One of the most prominent narratives over the past quarter has been Greater Miami's accelerating role as a technology and innovation hub. As capital investment and corporate relocations continue to surge, companies are recognizing Miami-Dade County as a serious player in high-growth sectors like AI, fintech, and battery storage technology.

- Opportunity Miami hosted three high-impact podcasts, featuring regional tech leaders, startup founders, and industry experts, exploring Greater Miami's evolving entrepreneurial ecosystem and the emergence of key sectors like battery storage innovation.
- We highlighted The Founder School, a program designed to cultivate the next generation of Miami-based entrepreneurs by providing hands-on mentorship, funding pathways, and growth strategies.

- We amplified the growth of battery storage companies in Greater Miami, a sector crucial to clean energy, climate resilience, and sustainable infrastructure, reinforcing our region’s capacity for cutting-edge technological advancements.
- We participated in the Governor’s mission to Italy to share our role in the State’s dynamic economy and encourage further Italian investment into South Florida. We also hosted delegations from the UK, Canada, Chile, and Colombia.
- For Art Basel, we hosted more than a dozen entrepreneurs locally and from around the country in high-growth sectors to showcase Greater Miami’s dynamic nature and value proposition.

Through [Opportunity Miami’s media](#) initiatives and The Beacon Council’s global marketing efforts, we are not just telling Greater Miami’s story, we are shaping its narrative as a thriving, future-ready economy. Businesses and investors worldwide are taking note, and we are committed to ensuring that Greater Miami remains at the forefront of global economic conversations.



## Marketing Metrics ◀

In Q1, social media content sparked meaningful interactions and strengthened our digital presence, further positioning us as a driving force in Miami’s business and cultural landscape.

### Growth & Engagement

- **589 pieces of content**—including photos, graphics, videos, carousels, stories, and highlights—across four platforms, driving impactful engagement and audience growth.
- **LinkedIn dominated in impressions** with Instagram a close second
- Both accounts **experienced significant growth**, with **+445 new followers on LinkedIn** and **+827 new followers on Instagram**, reinforcing our expanding reach and influence.



## SOCIAL MEDIA PERFORMANCE

### Audience

**30,705**

Combined Across Platforms

**1,191**

Net Audience Growth Year To-Date

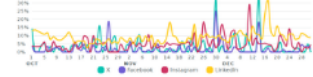
**Audience Growth Goal: 29%**  
36.3% Net User Growth vs. YA



### Engagement Rate: Q1 FY24-25 +45% vs YA

#### Engagement Rate

See how engaged people are with your posts during the selected time period.



#### Highlights

- Engagement Rate increase driven by LinkedIn (+118.5%)
- 5X posts published vs. Q1 23-24
- Activity primarily organic

## EARNED MEDIA



**2**

Press Releases Issued



**72**

Media Placements



**31.9M**

Total Audience/ Reach



**\$386K**

Earned Media Value

	Audience	Engagement Rate	ER % Change	Impressions
	15,415	9.4%	+118.5%	367,531
	4,532	3.2%	-9.2%	25,716
	3,892	2.4%	-37.4%	27835
	6,866	3.1%	-26.6%	5,228
	<b>30,705</b>	<b>6.2%</b>	<b>+45%</b>	<b>426,310</b>

## WEBSITE



http://

**11K**

Active Users

**23K**

Pageviews

## NOTES

- Traffic was not actively being driven to BeaconCouncil.com due to ramp up for new site. Expect change in Q2 given January 2025 launch.
- Newsletter was paused as communications strategy was revisited. Shifting to monthly, with targeted mailings complimenting standard newsletter.

Unless otherwise noted, comparison period is 10.1.2024 -12.31.2024 vs 10.1.2023-12.31.2023

## Top-Performing Content

- **Spotlighting local leaders**, amplifying their contributions and impact.
- **Building momentum for our Annual Meeting**, driving excitement and participation.
- **Showcasing highlights from the Art Basel Founders' Summit**, cementing Miami's position in the arts and business world.
- **Celebrating Miami's evolution**, engaging audiences with stories of growth, innovation, and opportunity.



**Miami-Dade Beacon Council** 16,743 followers

We are incredibly proud to celebrate one of Miami's trailblazers, Melissa Cota, a President of @bigtech. For being named one of @bigtech's Most Powerful Top 100 Latin Professionals!

Melissa has transformed the way technology is being used in the public with Atlanta America—a premier tech conference that brings together leaders, entrepreneurs, investors, government officials, and innovators worldwide to explore the technologies shaping our future.

Her visionary leadership and resilience allow for innovation here in South Miami at the forefront of the global tech scene, creating new opportunities, redefining the future of our beautiful city.

Congratulations, Melissa! Your impact is significant, and we're excited to see you continue to lead, inspire, and elevate Miami as a major player in the tech industry.

Read the article: <https://bit.ly/3Y3H9m5>

#MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil #MiamiDadeBeaconCouncil

**Miami-Dade Beacon Council** 16,743 followers

Miami, the countdown is on! It's less than six weeks away from the Miami-Dade Beacon Council Annual Meeting, a celebration that brings together the dreamers, visionaries, and changemakers who are making our region extraordinary.

Join us on January 16, 2025, at the InterContinental Miami Hotel as we share the remarkable story of Greater Miami's growth and explore the possibilities ahead. Your dedication to our community's success has helped create unprecedented momentum, and we look forward to celebrating these achievements together.

Don't wait, buy your tickets today! <https://head.jayek3w9h9d>

Rodrick Miller Dr. Paula Hopkins Maria Bulet Julie P. Taniela Silva Miami-Dade County Juan Carlos Liscano Christine Barney APR Daniela Levine CA Opportunity Miami George Lanza

#BeaconBuildMiami #AnnualMeeting #MiamiMiamiBusiness #BuildingMiamiTogether #MiamiMiami #MiamiMiami

**Miami-Dade Beacon Council** 16,743 followers

We are thrilled to congratulate our Chairman of the Board, Juan Carlos Liscano, on receiving the prestigious Ultimate CEO Award from the South Florida Business Journal! This honor is a testament to his exceptional leadership, strategic vision, and dedication to advancing South Florida's economic and business community.

Juan Carlos's passion for creating opportunities and driving meaningful impact inspires us all. His unwavering commitment to fostering growth and innovation continues to shape a stronger, more inclusive Greater Miami.

Congratulations, Juan Carlos, on this well-deserved recognition! We are incredibly proud to have your exemplary leadership guiding our mission.

<https://wad.jayec4h9dz3>

#Leadership #UltimateCEO #BeaconBuildMiami #SFBJ #MiamiDadeNews

**Miami-Dade Beacon Council** 16,743 followers

We couldn't be prouder to congratulate Joe Echevarria on becoming the permanent President of the University of Miami! Having already demonstrated exceptional leadership and dedication as acting President, Joe's journey from student at the University of Miami Herbert Business School to leading *UHealth International* and *Deloitte* embodies a lifelong commitment to excellence.

As the first alumnus to hold this role, Joe is uniquely positioned to drive progress and inspire the next generation of Miami students. With his leadership, passion, and vision, we look forward to seeing the university and community grow stronger than ever.

Here's to a bright new chapter for the U, its students, faculty, and partners under Joe's guidance!

Learn more about Joe's inspiring journey and plans for UM: <https://bit.ly/42g9KXK>

#UCCases #AboutTheU #MiamiLeadership #UniversityofMiamiNews #BeaconBuildMiami #MiamiNews



**beaconcouncil** Mon 10/17/2024 6:30 am EDT

**\*\*Hurricane Milton Update\*\*** As of 5 PM today, a Tropical Storm Watch has been issued for Miami-Dade County, meaning...

**THE FUTURE IS NOW** For those of us who experienced the electric pace of #BigTech's early days, Miami feels the same way—a...

Last week, we hosted our 2nd Annual Founders' Summit during Art Week Miami, bringing together tech, finance and...

As if we needed another reason to celebrate Miami! @cntraveler has named our city one of the best big cities in the US. 🌟 Here at...

## Pillar III: Invest In People

Support talent and workforce development recognizing that human capital is the most important driver of our region's long-term growth.

### TalentBridge

A key driver of Miami's competitiveness is its talent pipeline. Talent availability is one of the top considerations for companies deciding where to expand or relocate. Companies are drawn to regions where they can access a well-trained workforce that fuels innovation, drives productivity, and sustains long-term growth. To strengthen Greater Miami's talent pipeline and align workforce training with real industry needs, we launched TalentBridge, an innovative workforce solution led by the Miami-Dade Beacon Council Foundation to connect employers, educators, and talent to create a stronger, future-ready economy.

#### Key Focus Areas:

- Real-time workforce data & insights (labor market trends, training resources, career pathways).
- Industry-driven workforce development (mentorship, internships, site tours, training alignment).
- Expanded employment opportunities (helping unemployed and underemployed populations access careers).

"Beacon delivered more than 10,000 new high paying jobs to South Florida last year. This program ensures we will have the talent to fill them and builds confidence for more companies to come and expand."

Juan Carlos Liscano, VP,  
American Airlines & Chair of  
the Miami-Dade Beacon  
Council



MIAMI-DADE  
BEACON COUNCIL

The Beacon Council  
Foundation

Our goal is to expand this initiative statewide, and with TalentBridge set for review in the upcoming legislative session, we are one step closer to making that vision a reality.

Collaboration is essential to maintaining Greater Miami's industry leadership. We have brought together civic leaders, policymakers, academia, and private industry to develop solutions that power economic growth and ensure a steady flow of skilled workers for the future. By integrating education and workforce training with the demands of high-growth industries, we are not only equipping Miami's workforce with critical skills but also solidifying the region's position as a top destination for business expansion and investment. A competitive talent pipeline is the foundation of sustained economic success. As Miami continues to evolve as a global business hub, TalentBridge ensures that companies have access to the skilled professionals they need to innovate, grow, and thrive.

We are currently building out the TalentBridge initiative. We will be seeking a technology partner to build out the TalentBridge Portal within the next quarter. Please monitor the Beacon Council website for additional details. We are seeking public and private funding and corporate and nonprofit partners for the program. To learn more about the TalentBridge Initiative [click here](#) or email TalentBridge@BeaconCouncil.com).

## **Pillar IV: Shape the Future**

**Proactively engaging and leading on the most pertinent issues to build the future that we desire.**

### **Shaping the Future: Intentional Growth for a Stronger, Resilient Greater Miami**

A great economy is the result of vision, strategy, and decisive action. While The Beacon Council's core mission focuses on helping businesses expand and relocate, we know that Greater Miami's long-term success depends on tackling the larger structural challenges that have an impact on our ability to attract and retain companies, talent, and investment. Housing affordability, transit, infrastructure resilience, and workforce development are more than policy discussions, as they directly impact whether the region remains a top destination for businesses and talent.

That is why we are shaping the future with intentionality, ensuring Greater Miami grows in a way that heightens quality of life and presents robust opportunities for all Miamians. This means aligning business attraction efforts with investments in infrastructure, talent, and livability to ensure our region remains the best place to build, invest, live, and play.

### **A New Tool for Tracking Greater Miami's Progress**

One of the most important ways we shape the future is by understanding where our economy stands today and where it is headed. Our new Quarterly Economic Report provides investors and members with:

- An update on our progress toward key economic goals
- A high-level overview of Greater Miami's economic performance
- Deep insight into a key industry sector shaping Miami's growth

This report is a critical resource for business leaders, investors, and policymakers, helping them make informed decisions about growth opportunities, talent needs, and economic trends.

### **Mark Your Calendars: Upcoming Engagement Opportunities in Q2**

Below are some of the upcoming engagement opportunities with corresponding registration links. Beacon's upcoming events can always be tracked on the Events page of our new website, accessible here: [BeaconCouncil.com/events](https://BeaconCouncil.com/events)

#### **February 21: Miami-Dade Beacon Council Quarter Investor Meeting, "Shape the Future: The Future of Miami-Dade's Economy the Defense Industry"**

Date: February 21, 2025

Time: 12:00 PM - 1:30 PM

Location: Board Room, Miami-Dade Beacon Council

RSVP [to reserve your seat and join us for this informative and engaging event.](#)



## Beacon in Action

From vibrant community gatherings to groundbreaking moments, these snapshots capture the energy, culture, and connections that make Greater Miami shine.



## **Pillar V: Deliver & Track**

### **Data, Partnerships, and Funding Development**

Effective economic development requires strong partnerships across the public, private, and nonprofit sectors to drive meaningful, long-term impact. Miami-Dade County and our 34 municipalities play a crucial role in shaping the conditions for business growth, from zoning and infrastructure to workforce development and incentives. The Beacon Council works closely with them to align regional strategies, optimize investment opportunities, and accelerate job creation. At the same time, we have expanded our collaboration with nonprofit organizations, recognizing their vital contributions in areas like education, workforce training, small business support, and community development.

#### **Expanding Our Regional Reach**

Miami-Dade County's leadership is driving unprecedented investments that will define our region's future. Over the next decade, tens of billions of dollars will enhance MIA, PortMiami, and our transit infrastructure, strengthening connectivity and fueling growth. The County is also leading the Climate Ready Tech Hub, a regional initiative projected to create 30,000 jobs in climate innovation and resilience. These transformative efforts are the byproduct of the vision of Mayor Daniella Levine Cava and the Board of County Commissioners. As The Beacon Council works to attract investment, continuing and expanding our partnership with the county is central to ensuring these bold initiatives deliver lasting prosperity.

Furthermore, recognizing the vital role of municipal leadership in economic development, we are strengthening our engagement across the county. This quarter, we welcomed the City of North Miami as new municipal partner. Our goal is to provide municipalities with a countywide perspective that helps them understand where their biggest opportunities lie and how they can best position their assets to attract investment.

#### **Miami-Dade Beacon Council's AI Advisor**

As part of our five-year strategic plan, Beacon is incorporating AI strategically into our activities. The [Miami-Dade Beacon Council's Advisor](#) is a cutting-edge, AI-driven virtual assistant designed to streamline lead qualification and provide tailored economic development resources to businesses exploring opportunities in Greater Miami. Acting as an extension of The Beacon Council's mission, the Advisor engages with potential investors and businesses, assesses their needs through strategic questions, and directs them to the most relevant incentives, programs, and small business resources. By leveraging advanced conversational AI, it ensures that both small businesses and large-scale investors receive timely, accurate, and actionable information that aligns with their goals while promoting Greater Miami as a premier business destination.

For larger-scale investments that meet specific criteria, the Advisor seamlessly connects qualified businesses to Beacon's Economic Development team for further engagement, ensuring high-value leads receive personalized support. Meanwhile, small businesses benefit from curated guidance through local programs, grants, and resources. This innovative tool enhances The Beacon Council's outreach efforts, reduces response times, and provides a scalable solution for fostering economic growth in Miami-Dade County. It ultimately strengthens The Beacon Council's ability to attract and retain businesses, boosting the region's economy. *Note: This description was generated by Miami-Dade Beacon Council Advisor. If you would like to try it out for yourself, please click [here](#).*

## The Path Forward: A Shared Commitment to Growth

As we move forward, The Beacon Council will continue to build stronger, more collaborative relationships with the county and our municipal partners. The future of Miami-Dade's economy depends on our ability to align regional business attraction efforts with local economic development strategies. By working together, we can create an environment where companies thrive, investments are maximized, and all residents benefit from economic growth.

We are also being very intentional about engaging more deeply with our nonprofit partners. From the Miami Lighthouse for the Blind & Visually Impaired, to the Women's Fund of Miami-Dade, OIC of Miami, CareerSource South Florida, the YWCA of South Florida, Arts & Business Council of Miami-Dade, Miami-Dade Economic Advocacy Trust, the Greater Miami Convention & Visitors Bureau, and others, we are working roots-up to expand outreach throughout the community, reinforcing onramps to economic opportunities for all.



## Funding Beacon's Performance

Greater Miami is at a turning point with unprecedented opportunities to shape its economic future. As our community grows, so do the demands on The Beacon Council to deliver high-impact economic development at a larger and more complex scale than ever before. To fully seize this moment, we need the resources to match our ambitions. We are increasing our focus on expanding our funding base, bringing in a broader mix of public, private, and nonprofit investors, strengthening relationships with existing partners, and exploring new revenue opportunities. Thanks to all of our Beacon Investors for their commitment to economic growth in Miami Dade County.

## Strengthening Miami's Defense Economy: \$250K Grant to Support Veteran-Owned Businesses

In December, The Beacon Council was awarded a \$250,000 Defense Reinvestment Grant from the Florida Department of Commerce. This funding will help veteran-owned businesses and other military-dependent enterprises diversify their revenue streams by providing greater access to critical information, expanding business networks, and offering support in securing procurement opportunities.



## Market Insights: Military

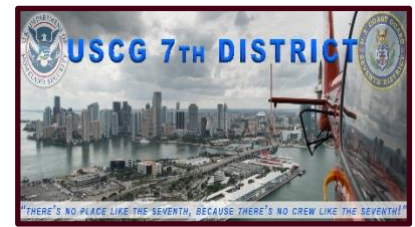
Miami-Dade County maintains a significant military presence through three key installations: Southern Command, Homestead Reserve Air Force Base, and Coast Guard 7th District Headquarters. These facilities collectively employ 15,725 personnel and generate an additional 11,948 jobs within the region. Their combined economic contribution exceeds \$3 billion, representing approximately 1.5% of the county's gross regional product.



*Relocated from Panama in 1997, US Southern Command is responsible for security and military operations in the Caribbean, Central and South America. The base has components from all six military branches and is located in Doral.*



*Home to Air Force reserve units and hosts several other militaries, including the Special Operations Command, Florida Army and Air National Guard and USCPB, Homestead Reserve Air Force Base was established in 1942.*



*Providing both air and sea rescue, they also ensure navigation and boater safety, the US Coast Guard's 7th District headquarters is responsible for 1.7 million square mile area stretching from South Carolina to Puerto Rico.*

The defense sector's influence extends throughout Florida, where military operations constitute 7.3% of the state's gross product. While Miami-Dade County's diverse economy sometimes overshadows its military presence, the region benefits from proximity to major installations such as Cape Canaveral Space Force Station, Naval Air Warfare Center Training Systems Division in Orlando (a hub for modeling and simulation), and both McDill and Eglin Air Force Bases.

Beyond direct employment, the military drives innovation and research that extend far beyond national security. The Department of Defense has made significant investments in commercialization initiatives, awarding Miami-Dade companies \$33 million in Small Business Innovation Research (SBIR) grants over the past five years. These funds have fueled advancements in machine learning, rapidly deployable structures, and combat-effectiveness sensors, strengthening both national defense and the local economy.

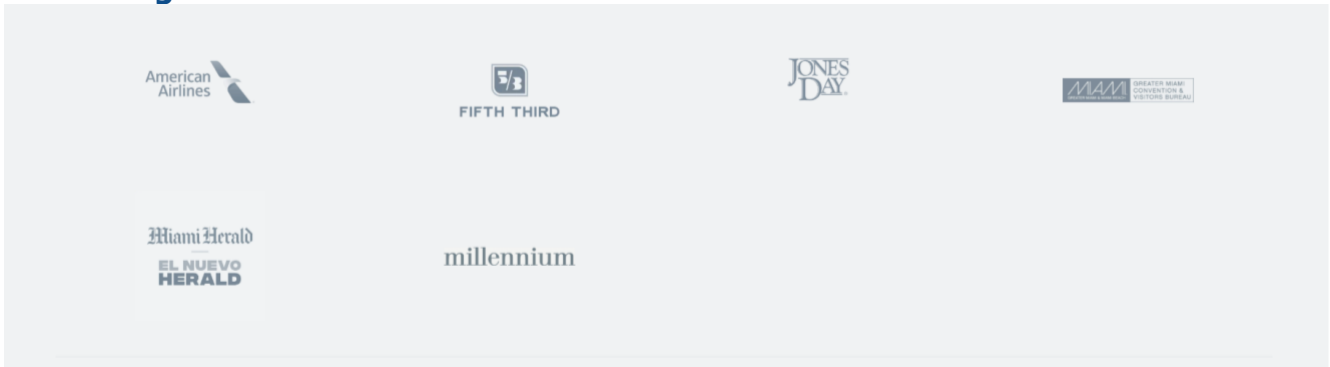
Procurement activities further strengthen the military's economic influence. According to the Florida Department of Commerce, Miami-Dade-based firms received \$480 million in defense contracts in 2023. Local success stories include Goodwill of South Florida (uniform manufacturing and janitorial services), SIT Corporation (spare parts), and Waypoint Contracting of Doral (construction services), each securing multimillion-dollar defense contracts.

On February 21, The Beacon Council is privileged to host a moderated discussion with Colonel Craig Simmons, Deputy Wing Commander of the Homestead Air Reserve Base and Willie Berges, the Business and Academic Outreach lead for Southern Command. The discussion will be moderated by Lt. Colonel Willard Sheppard, Esq. (Retired, US Air Force). This event will explore more the importance of the military and its presence in Miami-Dade County. This investor only event will become a reoccurring event. You can register for the event by clicking [here](#). This comprehensive military presence, combining direct employment, research initiatives, and procurement opportunities, remains a cornerstone of Miami-Dade's economic landscape, even as it operates alongside the region's many other dynamic industries.

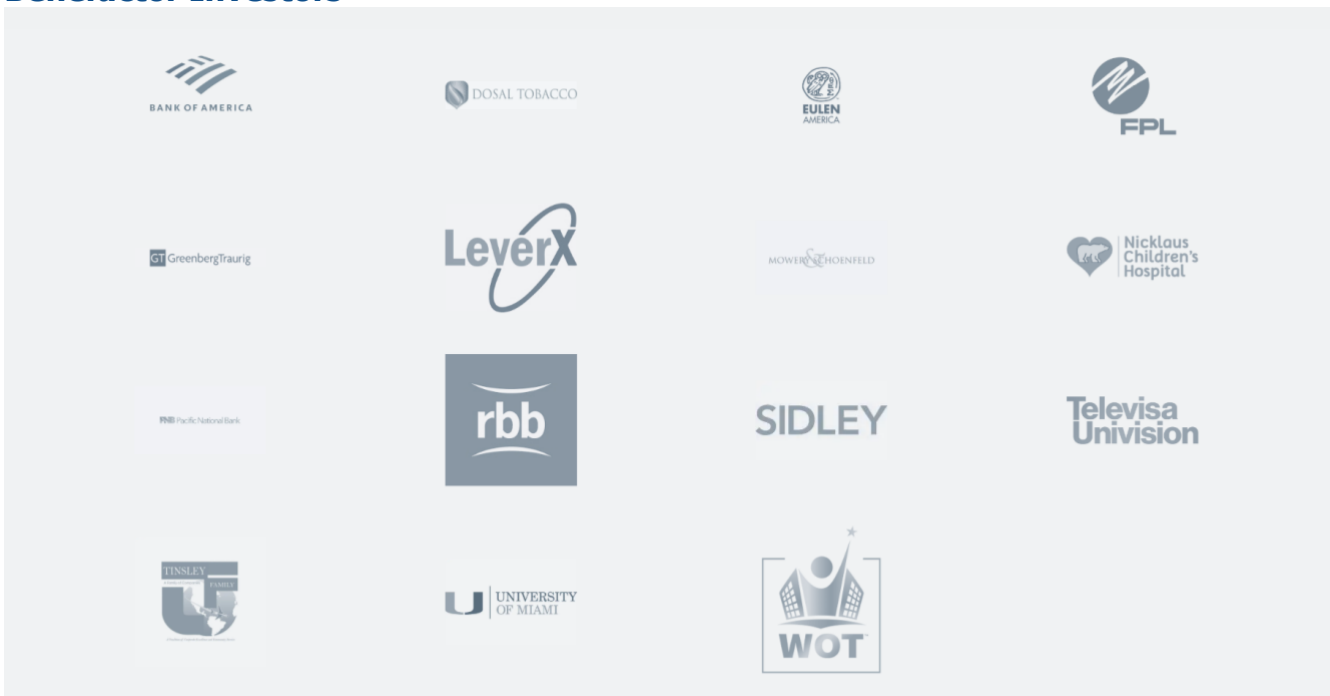
## Our Investors

The Miami-Dade Beacon Council is proud to be supported by a diverse network of public, private, and nonprofit partners who play a vital role in driving Greater Miami's economic growth. Their investments fuel initiatives that create jobs, foster innovation, and expand business opportunities across the region. They are recognized here and listed in alphabetical order based on their investment level.

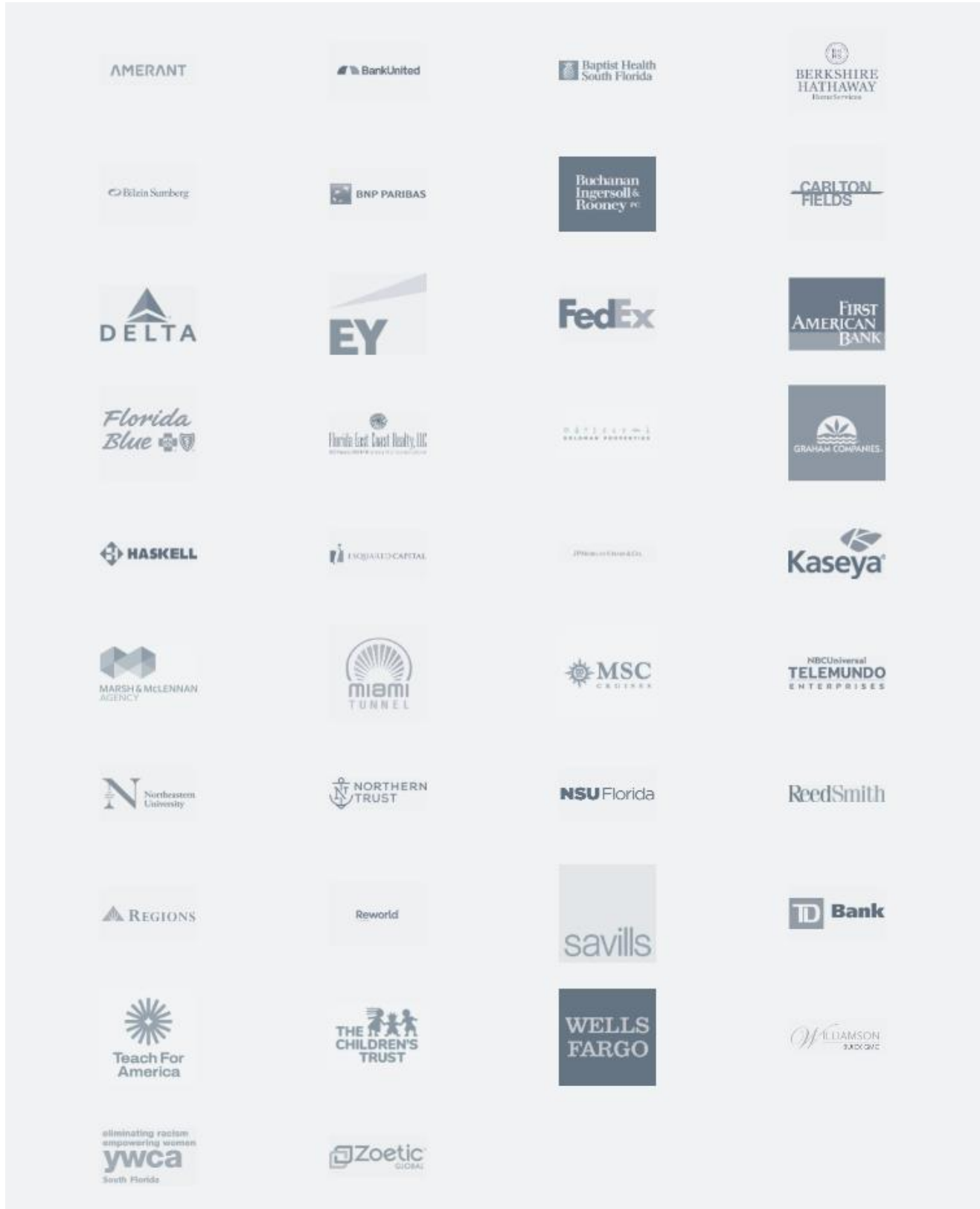
### Sustaining Investors



### Benefactor Investors



## Executive Investors



## Trustee Investors

AAR Corp – Aircraft Services  
Altura Capital  
Amazon  
Amerijet International  
Atlantic Sapphire  
Bean Automotive Group  
BNY Mellon  
City National Bank  
Clearme.com  
Culture Organics  
Equitable Advisors, LLC  
Grove Bank & Trust  
HEICO Corporation  
Holtzman Vogel Baran Torchinsky & Josefiak PLLC  
Homestead-Miami Speedway  
Insperty  
International Air Transport Association (IATA)  
Interport Group of Companies  
Jacmel Partners, LLC  
Keiser University  
Mercedes Benz of Coral Gables/Cutler Bay  
PwC  
South Florida Business Journal – BizJournals  
TECO Peoples Gas  
Tenant Representation Associates, Inc.  
United Community Bank  
Upend Inc. | Masmobility.com  
UrbanLink Air Mobility  
Women's Fund Miami

## Corporate Investors

Akerman LLP  
Alpha International Transport LLC.  
Avison Young  
Barfield Inc  
Becker  
Blanca Commercial Real Estate  
Cherry Bekaert LLP  
Colliers International  
Diaz Trade Law, P.A.  
EarlyBirdCapital Inc.  
FirstBank of Florida  
First Horizon  
Florida East Coast Railway  
Florida International University  
Ford Harrison LLP  
Globant  
Grant Wagner Talent Solutions  
Gray Robinson  
Greater Miami Chamber of Commerce  
Jackson Health System  
Kaufman Rossin, CPA Advisors  
OIC of South Florida  
Nuveen  
Performance Foodservice  
Prologis  
Squire Patton Boggs  
The Boeing Company  
Three Zero Five Transportation  
Turner Construction Company

## Small Business Investors

Altus-WRX Miami  
Avbiz Aerospace Ventures Inc  
Black Ambition  
CareerSource South Florida  
Express Employment Professionals  
Gossett Marketing  
Gray Dawes Travel/Express Travel  
Invizio, LLC  
Klemen Ferjan Aviation Mgt Consulting LLC.  
McGuireWoods Consulting  
Miami Lighthouse for The Blind & Visually Impaired  
M SEARCH, Executive Search and Leadership Advisory  
OneUnited Bank  
Robinson Commercial Real Estate  
Tewes Design Group  
The Education Fund  
TIC Aerospace, Inc  
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